

PRESIDENT OF BOSCH MAGNETO COMPANY URGES ALLIES

A. T. Murray Charges England, France and Italy Are Steadily Losing Ground In Commercial War With Germans—American Help Necessary.

New and startling facts regarding industrial conditions in Europe are contained in a letter just received from Mr. A. T. Murray, president of the American Bosch Magneto corporation, of Springfield, Mass. In writing to Ozburn-Abston & Co., who represent the Bosch company in this city, he describes the amazing industrial conditions which exist in Europe today and which he went abroad three months ago to study. Mr. Murray, who has just returned, writes as follows:

"The American business man who has been permitted to spend any considerable time in Europe during the past year, with facilities to judge the facts as they actually exist, knows that very few of us are accurately informed as to the underlying causes of the war, the conditions obtaining during the process of the war, or the state of affairs as they exist today. We have been permitted only in a very meager way, to realize how much our future security and our future prosperity are dependent on the rapidly shifting manner in which we assume our inevitable obligations as the first power in the world. Americans generally have, I am sorry to say, no clear understanding of what the new order of things means to us."

Until 1914 Americans were probably the most insular people in the world—insular, because we had been blessed with a land which permitted us to live within ourselves, and, fortunately, a high tariff had made possible the development of labor-saving devices in our several processes of manufacturing (particularly in the fabrication of metals) which safeguarded our position. With high-priced labor and a big home market, we were able to produce fabulously high profits. In fact, we had developed our methods and our manufacturing abilities far beyond those of any other country. Excepting Germany, there is no nation in the world which is not 50 years behind us. A true realization of how insular we are is only evident after one has been in Europe. This realization induced me to study for three months, as I have never studied anything before, the life, conditions that prevail abroad at the present time.

One thing that becomes particularly apparent to an observing American the moment he begins to study conditions here, is that our propaganda has not given us anything that even approaches an accurate picture of what the war really is. It is fought—and what the outcome has been.

Without question German propaganda came into America in large quantities during the war, but British propaganda so far outstripped it that anything the Germans were able to accomplish looks insignificant in comparison. I am convinced that, from the time the first battle was fought in August, 1914, up to the present day, Americans have never known the real facts unless they have had actual access to Europe.

As much as 40 years ago, perhaps even earlier, England found Germany a very serious competitor in the world's markets. It is hard to realize how serious Germany's competition was viewed by England, without understanding that practically all raw materials used in the fabrication of products in her industries were bought in outside markets and then re-sold, after fabrication, in those countries that supplied the raw materials and the food on which England existed. When Germany started to become a factor in the world's trade, it was striking at the very heart of the system which permitted England to exist.

England took up the gauntlet which was thrown down by Germany, not by improving her methods, but by wasting her man-power. Lloyd George himself, realizing the mistakes England had made, stated that he had a C-2 nation. Metal products formed a very substantial percentage of England's exports prior to the war. These products ranged from iron and steel to plowshares and penknives. Until 1914 Germany was England's only real competitor. To Germany she was losing ground in practically all lines and in all markets. Until that time the United States had not been a factor in the world competition, principally because Germany and England, with their low labor costs, were able to undersell us. Her labor received about one-fourth of what we paid our labor here, and her output per man per day was barely one-third of ours. But this was sufficient to give England that slight advantage which prevented our becoming a serious competitor.

The war, however, has left England in the position where she is obliged to pay from three to four times as much for labor as she did during the pre-war period. The British output, meanwhile, has dropped to a quarter and, in some instances, to one-sixth of the American workman's output. This means that today England, with her present equipment, can not again become a competitor in the markets of the world in anything made of metals unless America and Germany willfully permit her to do so. The entire capital investment in English metal manufacturing enterprises must be scrapped and replaced, before she can start to regain a portion of her former position.

On the other hand Germany has accomplished one of the things which made the war inevitable—without a real league of nations. She has eliminated England in a very large degree as a supplier of the world's trade. We were told in this country by newspapers and periodicals, long before the war ended, of the wonderful things England planned to do in readjustment from war to peace conditions. Much of this was prophesied as necessary, but when the war finished, this propaganda, with all its thoroughness, has failed pitifully in its purpose. England today is not where the war left her. She has gone back at least 10 years in the period since the armistice was signed, and she is continuing to go back every day at a pace which is unbelievable. Like Italy and France, she is today buying out her savings and she must continue to do so, because those who should have been leaders in her industries have not acquired that knowledge of modern industry which will permit them to manufacture anything useful and in competition with similar products of American manufacturers. So far as the manufacture of textiles and several other lines of industry are concerned,

has, from present indications, secured the prize America can not realize how thoroughly Germany is interested in Russia today.

Germany will have completed within 20 or 30 years the subjugation of Russia. Moreover, Germany will strengthen her position by an alliance with Japan which will make her almost invincible. America must compensate alone for supremacy against these united powers, because the rest of the allies are today so far in their decadence that it will be hard to get more than a corporate's guard out of any of them unless they are revitalized, when time for the great struggle arrives.

The war has enabled America to build up a producing capacity which permitted us, for instance, to export last June \$1,000,000,000 worth of goods to the world's markets. Unless we work quickly, this producing capacity must be scrapped because a year or 18 months from now will be too late. Our allies will be too far behind to be brought back.

Unknown to us, we have built up a consuming capacity in America which, if every American consumes daily from four to six times as much as the average European, and our producing capacity has kept pace with it. Our consuming and producing capacity, therefore, on the basis of European standards is equal to a population of 500,000,000. This ratio holds with all European nations except Germany. We are confronted with the problem of raising allied European standards to those of our own or suffering a consequent lowering of our own standards. To lower our standards, economically or otherwise, will permit Germany to complete that subjugation and will make her dominance of 1919 appear insignificant.

America spent \$30,000,000,000 and 70,000 lives in the late war because it was to her best interests that the allies should win. We are stopping with our job five per cent completed. One thing that is evident to an observing and analytical mind in Europe is that Woodrow Wilson, as our representative at the peace table, employed a poor method in obtaining the peace treaty, knowing, as he did, that it would have to be submitted to the senate for ratification.

However, it is probable that the president accomplished as much as any one could have done under the conditions that prevailed at the time. We must remember that our allies, who were able to win the war only with the assistance of this country, were naturally inclined to dictate an imperialistic peace which would have forced them in their decadence. The time that this nation has consumed in discussing the league of nations has cost our allies from 20 to 50 years of their natural life. Three or slipping so fast that every day of delay means almost an additional year of rehabilitation on the Western front until the United States went into the struggle, is just as evident and regretful today as it was five years ago.

In my judgment the present personnel of the German government will not survive, but I have to look to see any change in its form. With capable men administering its affairs, the outlook for Germany is indeed optimistic. She is today working with the same spirit that practically gave her the commercial dominance of the world previous to the war. As compared with England, France or Italy, her workmen are working far better and are directed by executives who are, in every way, superior to those of the allies. Germany is working out her problems with definite purpose and along well-thought-out lines. This, unfortunately, none of the other fighting nations is doing.

The war was not caused solely by Prussian militarism—that was only one of the factors which made it possible. The underlying cause was commercial supremacy—the prize for which nations have always fought. That, and the subjugation of Russia by 170,000,000 people—with the acquisition of the richest storehouse of raw materials in the world—were Germany's objectives. Although figuratively the vanquished, she

other, would have strengthened the position of the allies materially in reconstructing their economic life. It would have meant that Germany would have been forced to carry out all terms of the armistice, which would have prevented her from making the peace treaty in Russia which promises to give her such an outstanding position in the new order.

We must loan money to our allies, but we can not do so consistently without loaning them the brains and ability and furnishing the structure on which to rebuild their industrial life, on the high standards which we have established for the world. When we do this we assume a world leadership which will give security to the ideals which we took to the peace table.

Here's What To Do If Your Lights Go Out In A Pinch

It may happen that your dash lamp gives out just as you enter a town in which lighting regulations are apt to be rigidly enforced, says *Auto Life Magazine*. If dash and tail lamps are in series the failure of the dash lamp puts the tail light out, too. You can avoid this by wiring the dash lamp in parallel with the tail lamp. Very often a makeshift repair can be made in the following manner: Smash the burned out lamp bulb so as to gain access to the inside of the lamp. You will now see protruding from the glass stem two wires. Shift the dash lamp to the rear and put the twisted together base of the burned out tail light to the socket of the dash light. Needless to say, this wire twisting stunt works also in the case of burned out or injured head lamps, provided they are in series. In this case you have at least one head lamp to proceed with.

The wise motorist is he who goes well heeled by carrying with him at least one spare of each kind of lamp used on his car and a few extra fuses. To be caught with an empty gasoline tank, a flat tire, a broken head lamp, or a burned out tail lamp, is a most unfortunate and embarrassing situation. But think of the plight of the man who on a pitch dark night and while traveling over unfamiliar and difficult roads, finds himself without light!

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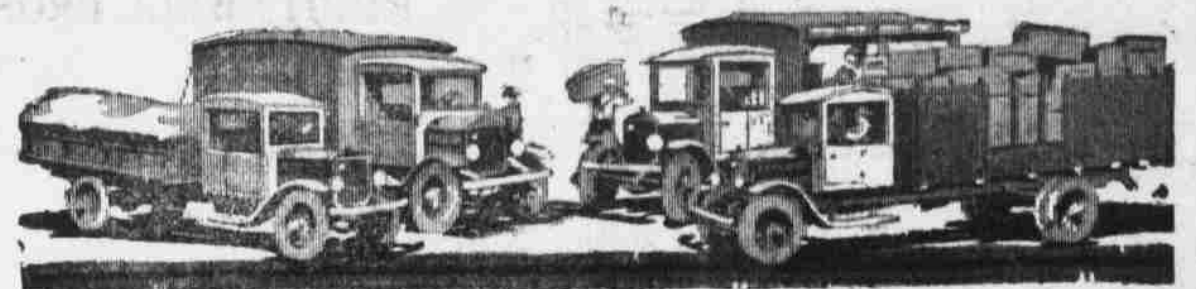
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